



UNIVERSITY OF EMBU

2017/2018 ACADEMIC YEAR

SECOND SEMESTER EXAMINATIONS

**FIRST YEAR EXAMINATION FOR THE DEGREE OF BACHELOR OF SCIENCE IN
INFORMATION TECHNOLOGY**

SIT 126: ENTREPRENEURSHIP

DATE: APRIL 5, 2018

TIME: 11:00 AM – 1:00 PM

INSTRUCTIONS:

Answer Question ONE and ANY Other TWO Questions.

QUESTION ONE (30 MARKS)

- Robert L. Katz found through his research in the early 1970s that managers need three essential skills. Discuss any **Two** of these skills (5 marks)
- Economies of scale normally lead to a reduction in average costs within business firms. Identify any **Five** types of economies of scale (5 marks)
- Explain any **Five** advantages of being an entrepreneur (5 marks)
- Explain any **Five** qualities that an entrepreneur should possess (5 marks)
- Explain the **Five** important roles played by a manager in an organization (5 marks)
- List any **Five** forms of business organizations that are found in Kenya (5 marks)

QUESTION TWO (20 MARKS)

- Discuss any **Five** differences between a manager and an entrepreneur (10 marks)
- Risks in businesses are the results of failure. Risks cannot be eliminated completely, but they can be reduced by the process of making decisions. Explain the steps followed in making decisions within an organization (10 marks)

QUESTION THREE (20 MARKS)

- a) Clarence Danhof classifies entrepreneurs into **Four** major types. Discuss each of this type of entrepreneurs (10 marks)
- b) A number of factors have discouraged many University graduates in Kenya from engaging in entrepreneurial activities. In your own words, discuss any **Five** of such factors (10 marks)

QUESTION FOUR (20 MARKS)

- a) Kenya's economy stands to grow significantly if the ever increasing numbers of graduates from institutions of higher learning embrace entrepreneurship. In your own words, discuss at least **Five** roles that an entrepreneur plays in the economic development of an economy (10 marks)
- b) Drawing mainly from humanistic psychology and clinical experience, Abraham Maslow outlined an overall theory of motivation (Maslow's Hierarchy of needs Theory). He said that a person's motivation could be arranged in a hierarchical manner. Explain the **Five** levels in his hierarchy of needs. (10 marks)

QUESTION FIVE (20 MARKS)

- a) According to R. Buettner, human resource management (HRM) covers a number of core areas. Discuss any **five** of these core areas (10 marks)
- b) Today's managers must deal with challenges associated with globalization. Discuss in your own words, any **four** challenges that managers have to deal with in the global environment and how to address them (10 marks)

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